



Ulysses Systems Shipping Solutions What Should You Expect From Your Vendor In a Lousy Market

One Needs to Consider the following:

Are The Tools Provided by Your Vendors To Help You Work Through This Period The Right Ones?

Does Your Vendor Understand Your Market and Your Needs?

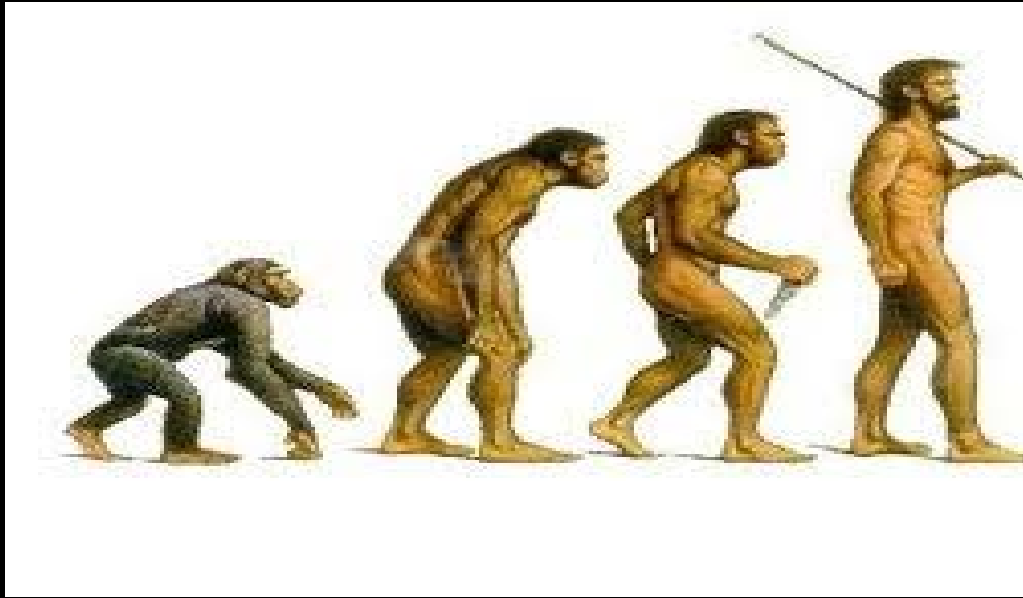
Is Your Vendor Predicting How the Market Works and Makes the Best Use of The Money You Pay To Them?

How Well Is Your Vendor Prepared For This Period?

Here We Do Not Pretend To Tell You What To Do We Will Tell You What We Did?

Tools

Ever Since Apes started using tools evolutions really started rolling, ending up to today's humans..



Leaps of Evolution

All great leaps of evolution were related to the use of new tools and materials.

Stone Age, Bronze Age, Iron Age, Industrial Revolution, Space Age and now:

THE COMPUTER AGE.

There are also tools available in computers to help us. The question is do they? Lets look at an example:

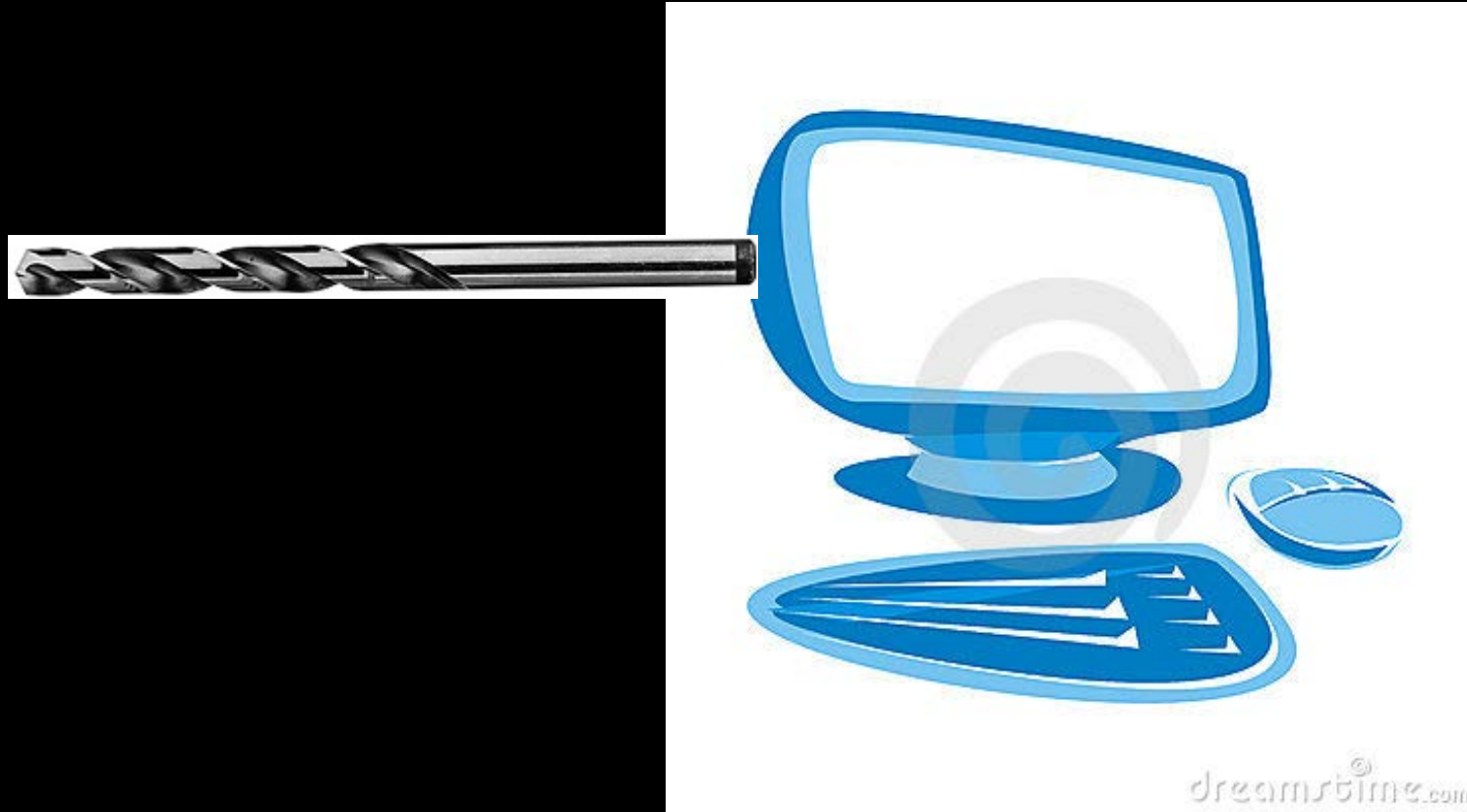
Drilling a hole

In real life we know that we need a Electric Drill to do this properly. We have had many drills that we used to drill holes:



**Which one
would you
rather use on
a brick wall?
The answer is
obvious!**

The Equivalent Drill on a Computer Often Looks Like This to the Average User.





**Your software
should clearly
give you this
option not the
previous page!**

The Average Shipping ERP uses more than 1000 functions. Do the tools for your company provided by your software look like this?



Your Software Should Provide to you Your Tools in Intuitive Tool Kits Fit for the Task At Hand:

Carpenter Tool Belt



Laminate Flooring Tool Kit



Watch Repair Tool Kit



Garage Tool Storage Box



Shipping is Probably The Second Oldest Profession



**We Can Not Change How Sailors
Have Worked Over the Years**

So If You See Strange Concepts On How To Do Risk Management Or To Train Sailors TO DO Things That are Not Intuitive It Will not Work. Quotes like below are there to scare us:

Using the software efficiently does not just require a good knowledge of the software, it also requires a certain change in user mentality, the change of habits and frame of mind,

OR

is forcing staff to use the software

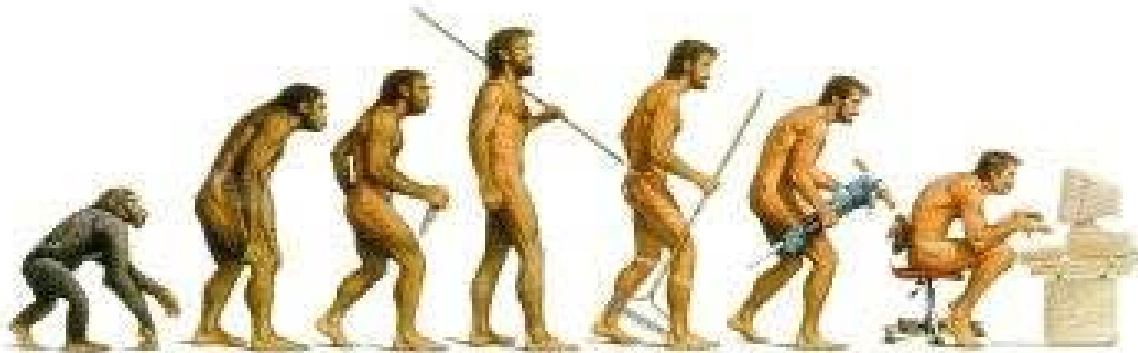
OR

Despite huge training efforts crew require constant Training

After all Crewing is one of your Biggest Assets and Expense you should use their time to do their job not learn their software.

OR ELSE

Evolution



(OR IS IT?)



Ulysses Predicted This Period and Took Immediate Action To Be Prepared.

We Restructured In Time Before The Market Took This Big Down Turn.

Closed All Remote Offices And Put Together Processes To Support Our Clients for Central Locations With Focus On The Technical Teams.

Consolidated The New Platform And Upgraded All Clients.

Build New Modules For Our Clients To Be Released In Q1.

Thank You!

